

Johns-Manville DISTRIBUTORS PRICE LIST

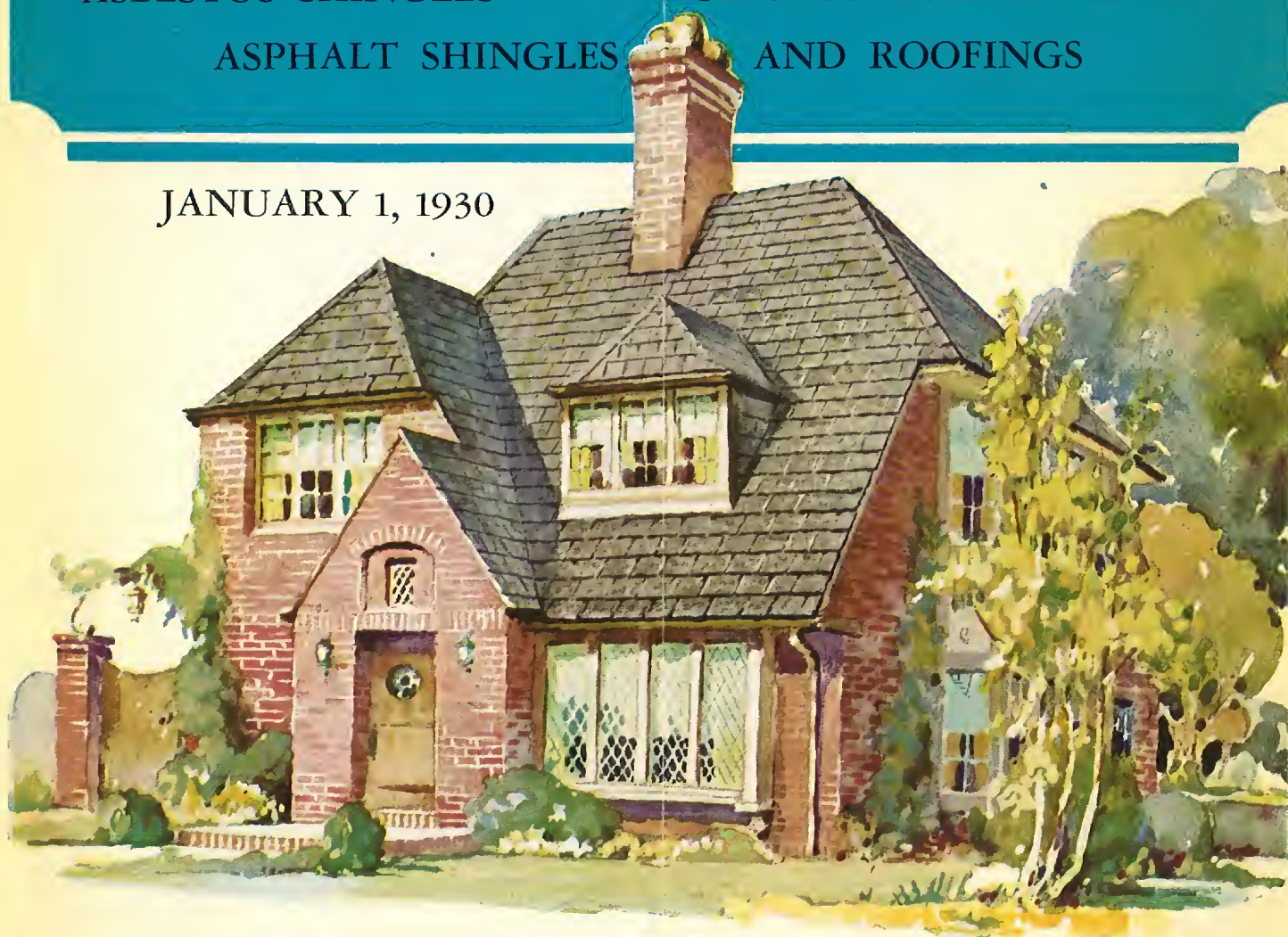
ASBESTOS SHINGLES

ASBESTOS ROLL ROOFINGS

ASPHALT SHINGLES

AND ROOFINGS

JANUARY 1, 1930



Johns-Manville
CORPORATION

Branches in All Large Cities

WHAT IS AHEAD FOR YOU IN 1930? ~ See pages 2 and 3

WHAT *is* AHEAD...

These Points Vitally Affect Your Prosperity

1. In handling the J-M Line you are selling a *growing* line of profitable *allied materials*. When you sell one product, you have the opportunity to sell others, and they are *all* profitable.
2. This line is backed by a sound merchandising plan designed to assist you to move the material from your warehouse.
3. You have adequate provision for keeping a minimum stock, yet you are able at the same time to fill any orders from nearby supplies.
4. You have the full interest and co-operation of the J-M organization. J-M does not consider an item sold until it is on the consumer's building. And it is our purpose to do all within our power to help you sell our products to your customers.
5. Your selling effort is strengthened by the name, Johns-Manville, the recognized leader of the building material field.

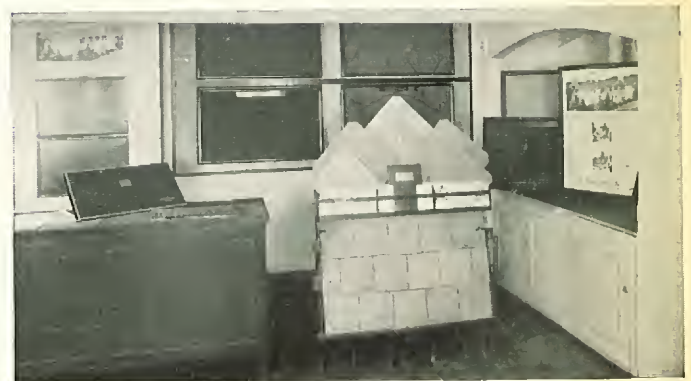
OUR expectations for the increased sale of J-M Building Materials in 1930 are based on the sound principle of greater co-operation with you—our dealer or distributor. We both face the new year with the same end in view—greater profits. Modern merchandising makes it impractical for the manufacturer and his selling organization to attempt to promote sales in any other way than through complete co-operation. Profit for you means profit for us—and because of the greater assistance which we plan to give you, we look for materially increased profits for us both.

You may well ask us then, "What are you going to do to help me sell your merchandise?" In answer to this challenge we present, at the top of the page, the five points upon which our sales program is built.

We confidently believe that these points represent valuable advantages in these days of keen competition—advantages that not only will

enable you to meet your selling problems, but to substantially increase your profits as well.

As a visible demonstration of this policy of greater co-operation, we shall shortly send you your copy of "The Johns-Manville 1930 Plan Book," which tells the details of the J-M Merchandising Plan, of what we are going to do, of what you should do to obtain its greatest benefits, and presents the various sales helps which have been prepared for your use.



Typical of the helpfulness of the new Plan Book is this illustration (taken from the Plan Book) of a new style display rack in a store display

... for You in 1930?



At the left is the 1930 Plan Book. Seventy-two pages of informative material. An insert of all the newspaper advertisements, full size. A durable cover so colorful that you can't mistake the book. Refer to it frequently. It contains the answers to many of your selling problems

Some of the titles will indicate the nature of the book:

Turning the Woman's Love of Beauty into Sales	Page 24
Getting the Architect to Create Prospects for You	Page 29
These Five Steps Make an Effective Sales Campaign	Page 32
What is the Value of Signs?	Page 34
The New Shingle Display Rack	Page 36
Suggested Ways to Use Booklets and Folders	Page 48
Newspaper Advertising	Page 50
Sell the Roof—Applied	Page 62
Telling the Celite Story to Concrete Users	Page 30
Some Points in Store Selling	Page 68

And an insert in which all the newspaper advertisements are shown in full size with suggested groups to be used as campaigns.

This book has been in preparation for months. Every page has behind it the experience of thousands of dealers and distributors who handle the J-M line. It is intended to be your reference book on salesmanship throughout the year.

Our mutual interest in expanding our respective businesses, plus J-M co-operation, together with your intelligent use of the Plan Book, should—and by all signs *will*—result in the attainment of our common goal—greater profits in 1930.

Watch for Your Copy of the

1930 PLAN BOOK


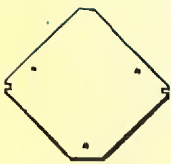
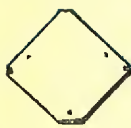
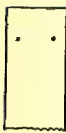

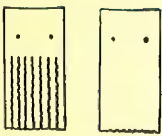
Johns-Manville Rigid Asbestos Shingles

MAIN BODY SHINGLES

F.O.B. Nashua, N. H., Waukegan, Ill., Cincinnati, Ohio, and Gretna, La.

SPECIAL NOTE—Weights are for shingles bundled. Crated weights about 6% more.

All L.C.L. shipments are crated unless otherwise specified.

Style	Description and Catalog Number	Colors	Approx. Wt. per Sq.	C. L. Per Sq.	L. C. L. Per Sq.
	No. 40—DUTCH LAP METHOD* —(17" x 17" x $\frac{3}{16}$ ") with rough untrimmed edges. A new and different style of shingle that in appearance closely resembles American Method Shingles, yet approximates the cost of Hexagonal types. Permanent, fireproof, weathertight, in a variety of attractive colors. Packed in convenient bundles of 15 shingles each. 91 shingles, approximately 1 lb. $1\frac{1}{4}$ " galvanized nails and 91 storm anchors required per square. Exposed $11\frac{1}{3}$ " x 14" to weather. May be used without starters but the use of starter No. 41 is recommended. <i>Underwriters' Class B label.</i> * Patent applied for.	Mottled Gray..... Mottled Red..... Mottled Blue-Black..... Mulberry..... Mottled Green.....	365 395 395	\$6.50 7.00 7.50	\$7.25 7.75 8.25
	No. 70—HEXAGONAL METHOD —(16" x 16" x $\frac{3}{16}$ ") The popular low-priced rigid Asbestos Shingles. They provide a permanent fireproof roof in seven attractive colors in the lowest possible cost. Packed in convenient bundles of 15 shingles each. 87 shingles, 1 lb. $1\frac{1}{4}$ " galv. nails and 87 storm anchors required per sq. Exposed 13" x 13" to weather. Use starters Nos. 17 and 71. <i>Underwriters' Class B label.</i>	Mottled Gray..... Mottled Red..... Mottled Blue-Black..... Mulberry..... Mottled Green..... Solid Red—Rough Texture.... Green Veneer—Rough Texture.	295 330 330 305 305	\$6.20 6.70 7.20 9.00 9.90	\$6.95 7.45 7.95 10.15 11.15
	No. 60—HEXAGONAL METHOD —(12" x 12" x $\frac{3}{16}$ ") Similar in all respects to the No. 70 Shingles except that they provide a smaller pattern on the roof. Packed in bundles of 15 shingles each. 160 shingles, 160 copper storm anchors and $1\frac{1}{2}$ lbs. $1\frac{1}{4}$ " galv. nails required per sq. Exposed $9\frac{1}{2}$ " x $9\frac{1}{2}$ " to weather. Use starters Nos. 17 and 61. <i>Underwriters' Class B label.</i>	Mottled Gray..... †Mottled Red..... †Mottled Blue-Black..... †Mulberry..... †Mottled Green..... †Solid Red—Rough Texture.... †Green Veneer—Rough Texture*	310 345 345 320 320	\$7.00 7.50 8.00 10.30 11.00	\$8.00 8.50 9.00 11.25 12.00
		†Not carried in stock *Not available at Gretna			
	No. 5—TAPERED AMERICAN METHOD —(8" x 16") A high-grade American Method Shingle—Approx. $\frac{1}{4}$ " butt, tapered for easy and smooth application. Furnished in a variety of colors, they offer a handsome roof at low cost. Packed in handy bundles of 20 shingles each. Exposed 7" to weather. 260 shingles, $2\frac{1}{2}$ lbs. $1\frac{1}{4}$ " galv. nails required per sq. Use starter No. 51. <i>Underwriters' Class A label. Random widths of 6", 8", 10" and 16" furnished on special order at \$1.00 per square over regular prices.</i>	Mottled Gray..... Mottled Red..... Mottled Blue-Black..... Mulberry..... Mottled Green..... Solid Red—Rough Texture.... Green Veneer—Rough Texture* Colorblende..... †Cotswold Blend..... †Cornwall Blend.....	520 570 570 545 545 545 545 545 545	\$10.00 10.50 11.50 14.95 14.50 16.00 16.00 16.00	\$11.15 11.65 12.65 16.05 15.65 17.15 17.15 17.15
		†Nashua and Waukegan only *Not available at Gretna			
	No. 10—UNIFORM THICKNESS AMERICAN METHOD —(8" x 16" x $\frac{3}{16}$ ") A uniform thickness American Method Shingle. Packed 15 shingles to the bundle. Exposed 7" to weather. 260 shingles, $2\frac{1}{2}$ lbs. $1\frac{1}{4}$ " galvanized nails required per square. Use No. 51 starter. <i>Underwriters' Class A label.</i>	Mottled Gray..... Mottled Red..... Mottled Blue-Black.....	460 500	\$9.00 10.00	\$10.15 11.15
	No. 55—TAPERED AMERICAN METHOD Random widths of 6", 8", 10" and 16". Length 16". Butts $\frac{5}{16}$ " and $\frac{7}{16}$ " thick. —Especially designed to simulate weather-beaten shingles. Finished in two textures. Standard assortment consists of one-third with $\frac{7}{16}$ " butts and two-thirds with $\frac{5}{16}$ " butts. Each width and thickness packed individually, 20 and 10 shingles per bundle respectively for $\frac{5}{16}$ " and $\frac{7}{16}$ " butts. Average exposure 7" to weather. Use main body shingles for starting course. <i>Underwriters' Class A label.</i>	Salem Gray..... Nashua only Special order only	660	\$20.00	\$21.50

2" nails required for re-roofing over old wood shingles

Prices subject to change without notice


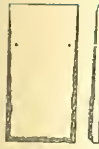
Johns-Manville Rigid Asbestos Shingles

MAIN BODY SHINGLES

F.O.B. Nashua, N. H., Waukegan, Ill., Cincinnati, Ohio, and Gretna, La.




SPECIAL NOTE—Weights are for shingles bundled. Crated weights about 6% more.

All L. C. L. shipments are crated unless otherwise specified.

Style	Description and Catalog Numbers	Colors	Approx. Wt. per Sq.	C. L. Per Sq.	L. C. L. Per Sq.
	No. 190—HEAVYWEIGHT TAPERED AMERICAN TYPE —A high-grade, heavyweight shingle, butts approximately $\frac{1}{2}$ " thick, especially designed to provide the maximum in roof texture. Sides and butts roughly beveled. Shingles are furnished in random widths of 6", 9", 12" and 18" x 18". Punched with two holes so located that shingles may be laid with butts staggered or in alignment. Average exposure 8" to weather. Used with No. 200 and No. 5 shingles to provide graduated roofs. Use main body shingles for starters. <i>Underwriters' Class A label. Made on special order only. Six weeks required for shipment.</i>	Mottled Blue-Black..... Solid Red—Rough Texture.. Colorblende..... <i>Nashua and Waukegan only</i>	940 940 940	\$16.00 23.00 23.00	\$18.50 25.50 25.50
	No. 200—EXTRA HEAVYWEIGHT TAPERED AMERICAN TYPE —Similar to the No. 190 Shingles but made in a heavier weight with butts approximately $\frac{3}{4}$ " thick. Furnished in random widths with rough edges. Use main body shingles for starters. <i>Underwriters' Class A label. Made on special order only. Six weeks required for shipment.</i>	Mottled Blue-Black..... Solid Red—Rough Texture.. Colorblende..... <i>Nashua and Waukegan only</i>	1370 1370 1370	\$21.00 27.50 27.50	\$23.50 30.00 30.00

STARTERS, RIDGE ROLL AND ACCESSORIES

F.O.B. Nashua, N. H., Waukegan, Ill., Cincinnati, Ohio, and Gretna, La.

Style	Description and Catalog Numbers	Colors	Per 100 Lineal Feet		
			Approx. Wt.	C. L.	L. C. L.
	No. 71—EAVES SHINGLE —For use with No. 70 Hexagonal Shingles. 58 pieces per 100 lineal ft. Packed 15 pieces per bundle. Each eaves shingle is $20\frac{5}{16}$ " wide.	Mottled Gray..... Mottled Red..... Mottled Blue-Black..... Mulberry..... Mottled Green..... Solid Red—Rough Texture.... Green Veneer—Rough Texture.	122 135 135 120 120	\$5.00 5.50 5.75 6.00 7.00	\$5.50 6.00 6.25 6.50 7.50
	No. 61—EAVES SHINGLE —For use with No. 60 Hexagonal Shingles. 77 pieces per 100 lineal ft. Packed 15 pieces per bundle. Each eaves shingle is $15\frac{5}{8}$ " wide.	Mottled Gray..... †Mottled Red..... †Mottled Blue-Black..... †Mulberry..... †Mottled Green..... †Solid Red—Rough Texture.... †Green Veneer—Rough Texture* <i>†Not carried in stock *Not available at Gretna</i>	95 105 105 100 100	\$4.00 4.50 4.75 5.50 6.00	\$4.60 5.10 5.35 6.10 6.60
	No. 51—STARTER —For use with Nos. 5 and 10 American Method Shingles. Plain Gray Starter used with Mottled Colors and Green Veneer Shingles. Brown Starter (No. 1 Shade) used with Red or Colorblende Shingles. 71 pieces per 100 lineal ft. Packed 10 pieces per bundle. Size $8\frac{1}{2}$ " x 17".	Plain Gray..... No. 1 Shade of Brown.....	205 205	\$4.10 6.35	\$4.75 7.05

Copper Ridge Roll Fasteners..... \$.75 per 100 pieces
Copper Storm Anchors..... .20 per 100 pieces
Galvanized Needle Point Nails..... .08¼ per lb. in keg lots

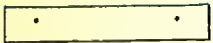
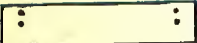
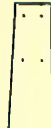
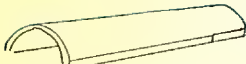
Prices subject to change without notice

Johns-Manville Rigid Asbestos Shingles

STARTERS, RIDGE ROLL AND ACCESSORIES

(Continued)

F.O.B. Nashua, N. H., Waukegan, Ill., Cincinnati, Ohio, and Gretna, La.

Style	Description and Catalog Numbers	Per 100 Lineal Feet		
		Colors	Approx. Wt.	C. L. L. C. L.
	No. 41—STARTER —For use with No. 40 Dutch Lap Type Shingles. 106 pieces per 100 lineal feet. Packed 10 pieces per bundle. Size 3" x 17". Furnished in Plain Gray only for use with all colors.	Plain Gray.....	85	\$1.15 \$1.65
	No. 17—STARTER —For use with Nos. 60 and 70 Hexagonal Shingles. 75 pieces per 100 lineal ft. Packed 10 pieces per bundle. Size 4" x 16". Plain Gray Starter used with Mottled Colors and Green Veneer Shingles. Brown Starter (No. 1 Shade) used with Solid Red Shingles.	Plain Gray..... No. 1 Shade of Brown.....	100 100	\$1.50 2.00 \$1.75 2.25
	No. 18—BOSTON HIP AND RIDGE SHINGLES —Provides better looking hips and ridges in colors to match the roof. A tapered shingle made especially for Boston Hips and Ridges. No cutting or punching required. Each shingle is 16" long, 5 1/2" wide at butt, and 4 1/2" wide at top. Punched with 4 nail holes. 342 shingles required per 100 lineal feet. Packed 20 pieces per bundle.	Mottled Gray..... Mottled Red..... Mottled Blue-Black..... Mulberry..... Mottled Green..... Solid Red—Rough Texture.... *Green Veneer—Rough Texture.... Colorblende..... †Cotswold Blend..... †Cornwall Blend.....	460 480 480 480 480 480 480 480 480	\$8.80 9.25 \$9.95 10.40 11.15 14.35 15.15 15.15 15.15
Nos. 71 AND 17—STARTERS —Sold together for use with No. 70 Hexagonal Shingles. No. 17 furnished in Plain Gray for use with all colors except Solid Red. No. 1 shade of Brown furnished for use with Solid Red.		Mottled Gray..... Mottled Red..... Mottled Blue-Black..... Mulberry..... Mottled Green..... Solid Red—Rough Texture.... Green Veneer—Rough Texture....	220 230 230 225 225	\$6.50 7.00 7.75 8.00 8.75 9.25
Nos. 61 AND 17—STARTERS —Sold together for use with No. 60 Hexagonal Shingles. No. 17 furnished in Plain Gray for use with all colors except Solid Red. No. 1 shade of Brown furnished for use with Solid Red.		Mottled Gray..... †Mottled Red..... †Mottled Blue-Black..... †Mulberry..... †Mottled Green..... †Solid Red—Rough Texture.... †Green Veneer—Rough Texture*	200 215 215 215 205 205	\$5.50 6.00 6.85 7.10 8.35 8.35
	RIDGE ROLL —93 sections required per 100 lineal feet. Packed in crates of 33 sections each. Not used with Colorblende Shingles.	Gray..... Red, Brown or Blue-Black.... Green.....	4 4 4	Per Section \$.15 \$.15 .18 .18 .20 .20

Advertisements of J-M Building Material Products will appear in these magazines in January

ASBESTOS SHINGLES

National Geographic
American Home
Building Age

National Real Estate
Journal
The Carpenter

INSULATING BOARD

American Builder

GENERAL BUILDING MATERIALS

Building Supply News
Building Material Merchant
National Retail Lumber Dealer

Dutch Lap Shingle Prices *are REDUCED!*

WE are glad to announce that, effective January 1, 1930, the prices on all J-M No. 40 Dutch Lap Shingles will be reduced \$1.00 per square. The Mottled Gray now becomes \$6.50 per square in carload lots. (See page 4 for complete prices.)

This price reduction is made possible through the great volume of sales which has been built up largely through your efforts and our facilities for handling mass production.

Now you are able to sell the Dutch Lap Method

Mottled Gray

\$6.50 per sq.

F. O. B. FACTORY

Shingle, which simulates the American Method, at a price which should persuade the most reluctant prospect.

Beautiful roofs of solid colors can be laid with this type of shingle, or—as many have already found out—harmonizing blends can be created to suit the customer's individual preference.

This new low price at which the Dutch Lap Shingles are now available, will help make it easier for you to build up an even greater volume of sales during 1930.

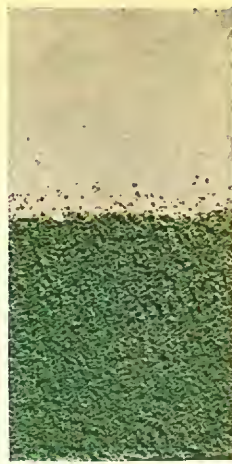


One of the unlimited number of blends which can be created from the colors available in J-M Number 40 Dutch Laps

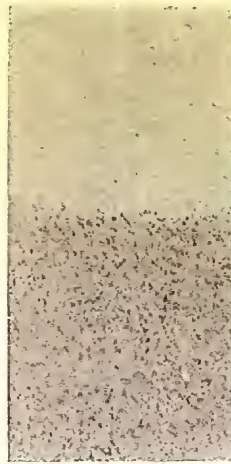
COLORS *as* *available* Johns-Manville A



SOLID RED



GREEN VENEER



MOTTLED GRAY



MOTTLED BLUE-BLACK



MOTTLED RED



ONE OF THE MANY POSSIBLE COLORBLENDE EFFECTS



NO. 1



NO. 3



NO. 5

1. The No. 5 Method Shingle butts aligned. Textured in Solid Red, Mottled Green, 2, 3, and 4 of Cornwall and Cornwall

2. The No. 5 Method Shingle staggered butts. Shingles come in given ab

3. The No. 70 Method Shingle have the advantage there is less of lost in laps at of water-tightness them the most sive of the J-M Shingles. Manu Mottled Gray Red, Mottled Mulberry, Mott Solid Red—R texture, and Green Rough Te

4. The No. 60 Method Shingle able in the same No. 70 on sp

5. The No. 19 American Method Shingles. These shingles are 1/2" and 3/4" thick at the butt edges and make an attractive shingle. Available in Mottled Black, Solid Red, Texture, and shades of Col

6. The No. 55 Shingles. In color they are the old weathered hewn wood or grandfat

7. Dutch Lap Method Shingle. An adaptation of the economy of the Hexagonal Shingles to give the roof lines of the American Method Shingles. These are available in Mottled Gray, Mottled Red, Mottled Blue-black, Mulberry and Mottled Green



NO.

Here is a complete presentation of the Johns-Manville Rigid Asbestos Shingle line as it now stands.

The individual shingles are shown to illustrate the beautiful colors in which these fireproof, permanent and economical shingles are made. The blended groups show one of many combinations possible in each of the blended styles. Varying proportions of the colors will produce different effects, from which your prospects can make their selections.

and STYLES

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Asbestos Shingles

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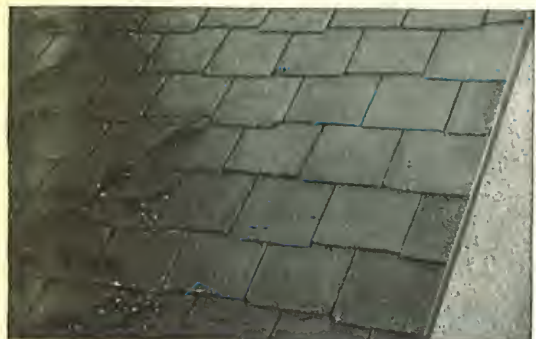
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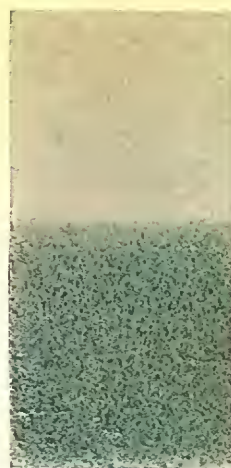
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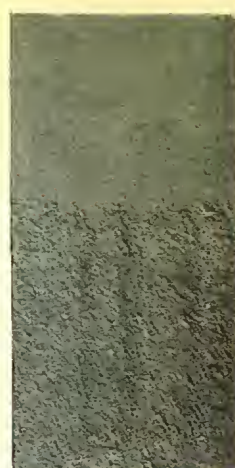
NO. 6



MULBERRY



MOTTLED GREEN



SALEM GRAY



ONE OF THE MANY COTSWOLD BLEND COMBINATIONS



ONE OF THE CORNWALL BLEND COMBINATIONS

*Show these
pages to your
Customers*

The seven photographs in the center of the page give a complete picture of all the styles as they appear on the roof.

You will find this presentation of great value to you for your own reference and to show to your prospects. From the colors shown, and from the photographs of the roof decks, it will be easy for your customers to visualize how any colors and styles they may select will appear on their roofs.



Announcing J-M CHATEAU GREEN

The First of a Group of New Asphalt Shingle Colors

Richer, deeper, different from other greens. Furnished
in Giant Individual, Giant Square Butt, Giant Hexagonal

AVAILABLE early in January, will be the new J-M Chateau Green Asphalt Shingle—the first of a series of shingles in new colors which are destined to repeat the success of Brittany Blend, Romany Reds, Normandy Greens and Fieldstone Green.

Chateau Green is an over-all color, composed of brilliant green slate, refined and enriched by a sprinkling of light green and sparkling black.

This new Chateau Green upholds the tradition of the J-M line for outstanding colors and quality materials, at a price within the range of every pocketbook. And the whole new group of colors and blends will make it easier for you to obtain an even greater part of your local Asphalt Shingle business during 1930. Ask the J-M salesman to show you a sample.

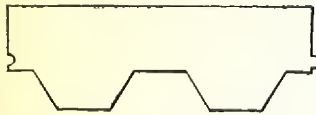

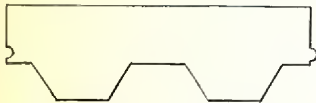
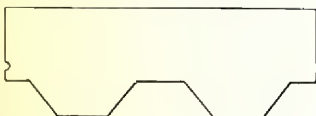
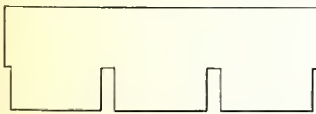
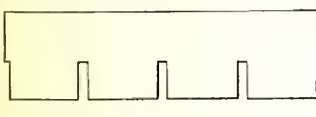

DUO-BLENDS

An entirely new effect in the J-M line. These shingles will consist of an attractive base color, with random dashes of harmonizing shades, making unusually soft and beautiful blends—a pleasing departure from the usual types of variegated shingles. They will be available about February 1, in various popular hexagonal patterns.

BLENDED ROMANY REDS IN MORE STYLES

The popularity of Blended Romany Reds has been so overwhelming that, in response to the urgent demands of our customers, we now will furnish this attractive color combination in 10-inch Square Butt Strips and 11½-inch Standard Hexagonal Strips. Ready January 1 at Waukegan and Manville.



Johns-Manville Slatekote Shingles

Style	Description	Colors	List Prices per Square
			F.O.B. Manville, N. J., Waukegan, Ill. or New Orleans, La.
GIANT HEXAGONAL SHINGLES —The popular Hexagonal pattern in Giant Weight material with 3" headlap. Strips are 36" long, 12½" wide, with 4¾" exposure. An unusually fine roof of the best possible material. 86 strips, 3 bundles per sq. Weight, approx. 225 lbs. per sq. <i>Underwriters' Class C label.</i>			
		Fieldstone Green..... Standard Blue-Black..... Tile Red..... Blended Normandy Greens.... Blended Romany Reds..... Brittany Blend..... *Chateau Green..... <i>*Not available at New Orleans</i>	\$6.21 6.21 6.21 6.71 6.71 6.71 7.21
STANDARD 12⅓" HEXAGONAL SHINGLE —This shingle is exactly the same shape and similar in size to the Giant Hexagonal, but is made of standard weight fabric. The headlap is 3", strips are 36" long, 12⅓" wide, with 4¾" exposure. 86 strips, packed two bundles per sq. Weight, approx. 175 lbs. per sq. <i>Underwriters' Class C label.</i>			
		Fieldstone Green..... Standard Red..... Standard Blue-Black..... Blended Romany Reds.....	\$4.89 4.89 4.89 5.39
STANDARD 11⅓" HEXAGONAL SHINGLES —A low-priced Hexagonal shingle cut from standard weight fabric. Strips are 36" long, 11⅓" wide, with 4¾" exposure. Provides a 2" headlap. 86 strips, 2 bundles per sq. Weight, approx. 160 lbs. <i>Underwriters' Class C label.</i>			
		Fieldstone Green..... Standard Red..... Standard Blue-Black..... Tile Red..... Blended Normandy Greens.... Brittany Blend..... *Blended Romany Reds..... <i>*Not available at New Orleans</i>	\$4.55 4.55 4.55 4.55 5.05 5.05 5.05
STANDARD 12½" DOUBLE COVERAGE HEXAGONAL SHINGLES —A full double coverage Hexagonal Shingle cut from standard weight material. Strips are 36" long, 12½" wide with 4" exposure, 4½" headlap—100 strips per square packed in 3 bundles. Weight approximately 215 lbs. per sq. <i>Underwriters' Class C label.</i>			
		Fieldstone Green..... Standard Blue-Black..... Tile Red..... Blended Normandy Greens.... Blended Romany Reds..... <i>*Not available at New Orleans</i>	\$5.99 5.99 5.99 6.49 6.49
GIANT STRIP SHINGLES —An American method strip shingle cut from high quality Giant Weight fabric. Moderate in price and economical to apply. Strips are 36" long, 12" wide. Exposed 5" to weather. 80 strips, 3 bundles per sq. Approx. 245 lbs. per sq. <i>Underwriters' Class C label.</i>			
		Fieldstone Green..... Standard Red..... Standard Blue-Black..... Tile Red..... Blended Romany Reds..... Blended Normandy Greens.... Brittany Blend..... *Chateau Green..... <i>*Not available at New Orleans</i>	\$7.32 7.32 7.32 7.32 7.82 7.82 7.82 8.32
STANDARD STRIP SHINGLES —The 4-tab, self-spacing strip shingle made in two sizes, both of standard weight material. The 10" width provides a low cost roof with 2" head lap. Strips are 10" x 36", exposed 4". 100 strips, 2 bundles per sq. Weight, approx. 195 lbs. per sq. The 12½" width provides a 4½" headlap. Strips are 12½" x 36", exposed 4". 100 strips, 3 bundles per sq. Weight, approx. 240 lbs. per sq. Both sizes carry <i>Underwriters' Class C label.</i>			
		10" Width	
			
		Fieldstone Green..... Standard Red..... Standard Blue-Black..... Tile Red..... Blended Normandy Greens.... Brittany Blend..... *Blended Romany Reds..... <i>*Not available at New Orleans</i>	\$5.69 5.69 5.69 5.69 6.19 6.19 6.19
		12½" Width	
		Fieldstone Green..... Standard Red..... Standard Blue-Black..... Brittany Blend.....	\$7.11 7.11 7.11 7.61

ATTRACTIVE DISCOUNTS FOR CARLOAD SHIPMENTS

Prices subject to change without notice
Freight on above items is equalized with nearest factory to your location up to a maximum of \$.50 per cwt.
Rigid Asbestos and Slatekote Shingles may be shipped in mixed cars from New Orleans and Waukegan

Johns-Manville Slatekote Shingles

Style	Description	Color	List Price Per Square
			F. O. B. Manville, N. J. Waukegan, Ill. or New Orleans, La.
	GIANT INDIVIDUAL SHINGLES —American Method Individual Shingles of the highest possible quality now cut 12" x 16". This new size means lower application cost and a better appearance on the roof. 5" exposure and 6" headlap. 225 shingles, 4 bundles per sq. Approx. 315 lbs. per sq. <i>Underwriters' Class C label.</i>	Fieldstone Green..... Standard Blue-Black..... Tile Red..... Blended Romany Reds..... Brittany Blend..... *Chateau Green..... <i>*Not available at New Orleans</i>	\$7.32 7.32 7.32 7.82 7.82 8.32
	STANDARD INDIVIDUAL SHINGLES —The original style of Asphalt Shingles now cut 9" x 12¾". A 4¾" headlap provides excellent protection. Also used for covering hips and ridges. Exposed 4". 378 shingles, 4 bundles per sq. Weight, approx. 240 lbs. per sq. <i>Underwriters' Class C label.</i>	Fieldstone Green..... Standard Red..... Standard Blue-Black..... Brittany Blend.....	\$5.67 5.67 5.67 6.17

Smooth and Slatekote Roll Roofings

Description	Weights, Sizes and Colors	List Prices per Square
		F. O. B. Manville, N. J., Waukegan, Ill. or New Orleans, La.
PILOT ROOFING —The highest quality smooth-surfaced roofing made. Recommended for all permanent steep-roofed buildings. Durable and lasting; it costs but little per year of service. Each roll is 36" wide and contains 108 sq. ft. Packed with galv. nails and cement. All weights carry <i>Underwriters' Class C label.</i>	Medium Approx. 45 lbs. per sq.	\$1.56
	Heavy Approx. 55 lbs. per sq.	1.83
	Extra Heavy Approx. 65 lbs. per sq.	2.11
PLANET ROOFING —A good grade of smooth-surfaced roofing. Represents a splendid value for its low price. Recommended for temporary buildings and miscellaneous uses. In one-square rolls with nails and cement. 36" wide.	Light Approx. 35 lbs. per sq.	\$.95
	Medium Approx. 45 lbs. per sq.	1.16
	Heavy Approx. 55 lbs. per sq.	1.37
SLATEKOTE ROOFING —High-grade, slate-surfaced roll roofing, packed in one-square rolls with galv. nails and cement. Makes colorful roofs at low cost. 36" wide. 85-lb. weight carries <i>Underwriters' Class C label.</i> 2" selvage makes application easy and assures tight laps.	85-lb. weight —Red, Green, Blue-Black.... per sq.	\$2.05
	*Variegated (Bronzetone).... per sq.	2.20
	*Tile Red per sq.	2.20
	75-lb. weight —Red, Green, Blue-Black (from N. O., Red and Green only).... per sq.	1.89
	<i>*Not available from New Orleans</i>	

Prices subject to change without notice

If Pilot Roofing is packed with Galv. Pyramid Kaps, add 15 cents per square.

If Pilot, Planet or Slatekote (85 lb. or 75 lb.), are shipped without nails, cement and muslin heads, deduct 15c per square from above list prices.

Freight on above items is equalized with nearest factory to your location up to maximum of \$.50 per cwt.

Rigid Asbestos Shingles and above roofings may be shipped in mixed cars from New Orleans and Waukegan.

Smooth and Slatekote Roll Roofings

Description	Weights, Sizes and Colors	List Prices per Square	
		F.O.B. Manville, N. J., Waukegan, Ill. or New Orleans, La.	
SLATEKOTE DIAMOND POINT ROOFING —Provides the Diamond Point Pattern so popular for re-roofing. Red, Green and Blue-black furnished in rolls 36" wide; Variegated 32" wide. Each roll contains sufficient material for covering 100 sq. ft. of roof area. Packed without nails or cement. Weight, approx. 100 lbs. per roll.	Red, Green, Blue-Black.....per sq. Variegated.....per sq. <i>Made at Waukegan only</i>	\$2.44 2.59	} Attractive Discounts for Carload Shipments
SPLIT SHEET SLATEKOTE ROOFING —Used as a cap sheet for built-up roofing where color is desired. When used alone provides a semi-built-up roof of long life at low cost. Rolls are 36" wide with 19" selvage. Covers 51 sq. ft. weather area per roll. Weight, approx. 50 lbs. Packed without nails and cement.	Red, Green, Blue-Black.....per roll <i>Not available from New Orleans</i>	\$2.05	
SLATEKOTE STARTING STRIPS —Standard 85-lb. weight Slatekote Roofing cut in strips for starting shingles, lining valleys and covering hips and ridges. Packed in rolls 36' long without fixtures.	9" wide—Red, Green, Blue-Black—21 lbs. per roll 12" wide—Red, Green, Blue-Black—28 lbs. per roll 24" wide—Red, Green, Blue-Black—56 lbs. per roll 9" wide—Variegated.....21 lbs. per roll 12" wide—Variegated.....28 lbs. per roll 24" wide—Variegated.....56 lbs. per roll <i>Variegated not available from New Orleans</i>	\$.50 .67 1.34 .55 .77 1.50	
ASPHALT FELT —Used as a liner under Asbestos shingles, Slate, or Tile Roofs, as a sheathing and in built-up roofing. Made in three weights.	30-lb. weight—216 sq. ft. per roll, approx. 60 lbs. per roll, 36" wide.....per ton 15-lb. weight—432 sq. ft. per roll, approx. 60 lbs. per roll, 36" wide.....per ton *12-lb. weight—432 sq. ft. per roll, approx. 48 lbs. per roll, 36" wide.....per ton <i>*Not available at New Orleans</i>	C. L. L. C. L. \$50.60 \$53.10 50.60 53.10 50.60 53.10	

Freight on above items is equalized with nearest factory to your location up to maximum of \$.50 per cwt. Rigid Asbestos Shingles and above roofings may be shipped in mixed cars from New Orleans and Waukegan.

Transite Asbestos Wood

Made of Portland cement and asbestos fibre combined under heavy pressure. Suitable for exterior or interior use. Makes an unexcelled siding closely resembling stucco, especially when used in half-timbered residence construction. Because of its durability and fireproof qualities it is especially suited for the construction of garages and filling stations. Large quantities are also used for interior walls instead of plaster. In view of its many uses, you will find it advantageous to include Transite in your next shipment.

Standard size sheets: 36" x 48"; 42" x 48"; 42" x 96"
42" x 96" not furnished in 1/8" thickness
36" x 48" sheets standard at Nashua factory only

List Prices per Square Foot

Size	Price	Size	Price
1/8" Thick.....	\$.15	3/8" Thick.....	\$.45
3/16" Thick.....	.22 1/2	1/2" Thick.....	.53
1/4" Thick.....	.30		.60
5/16" Thick.....	.38		

Made at Nashua, N. H., and Waukegan, Ill.

Prices of Thickness up to 2" on application

Discounts on Application

NOTE—Standard Sheet in 1/8" thickness furnished with a true surface on one side only, or sanded both sides. It cannot be made pressed smooth on both sides.

Johns-Manville DISTRIBUTORS PRICE LIST

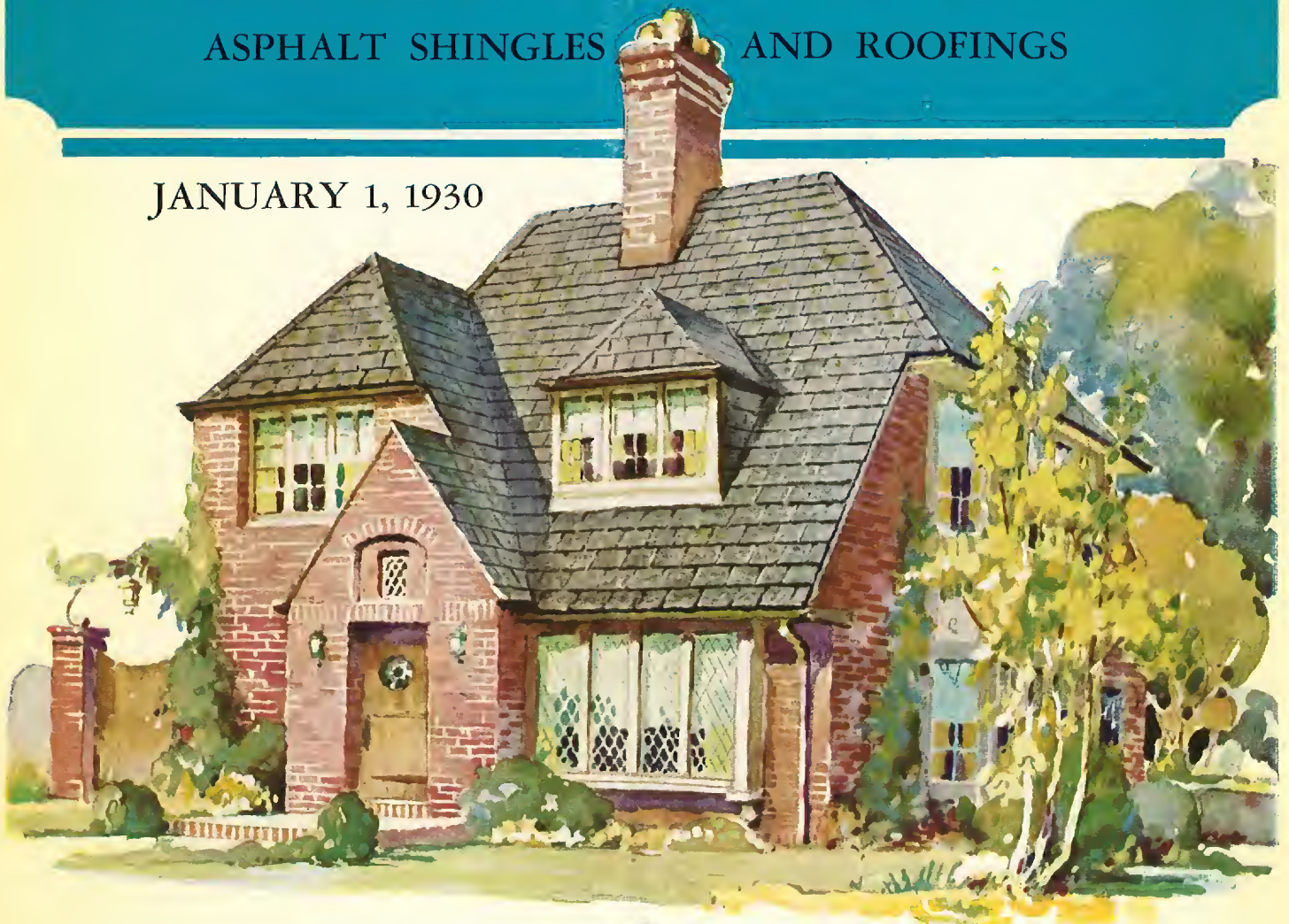
ASBESTOS SHINGLES

ASBESTOS ROLL ROOFINGS

ASPHALT SHINGLES

AND ROOFINGS

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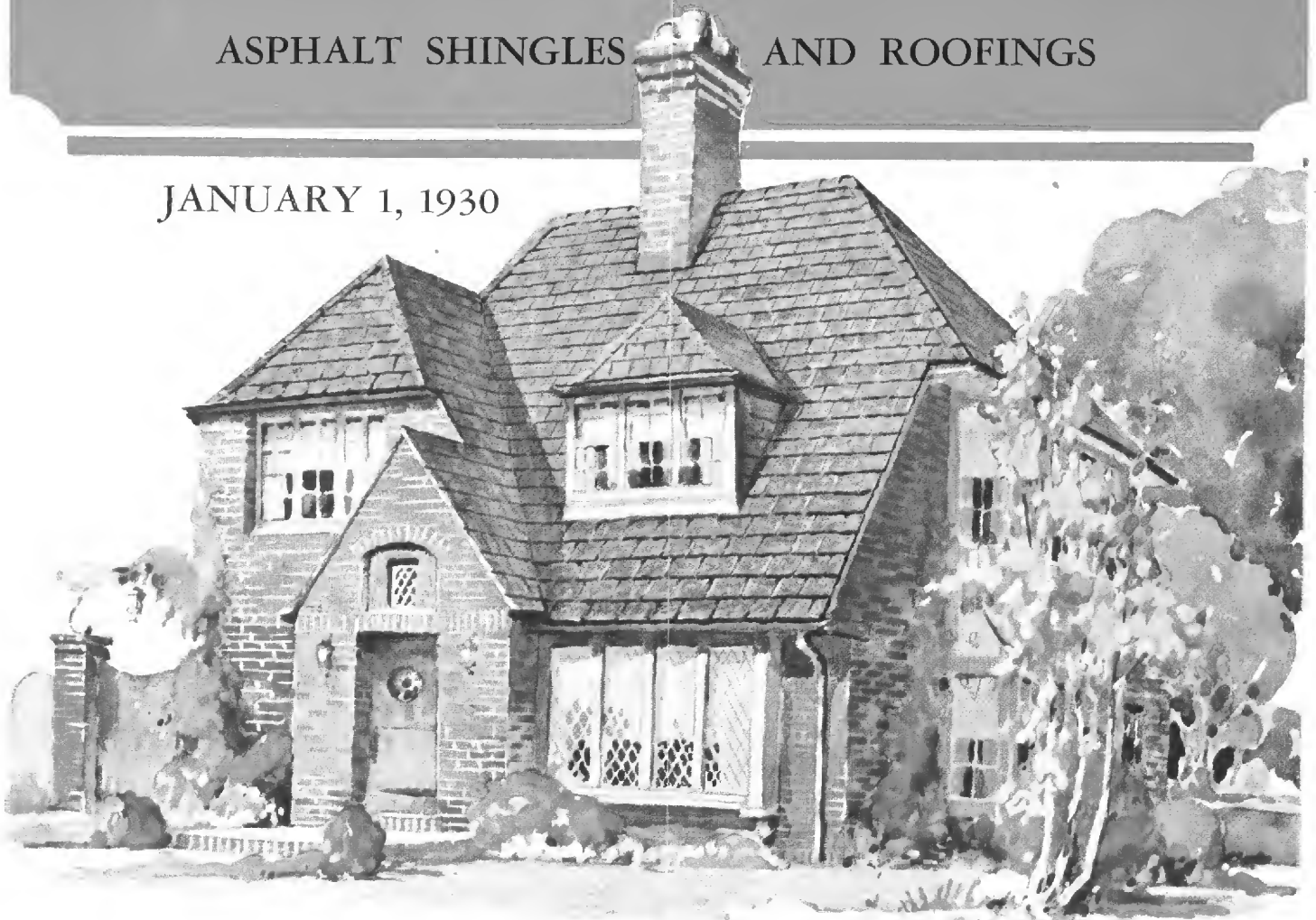
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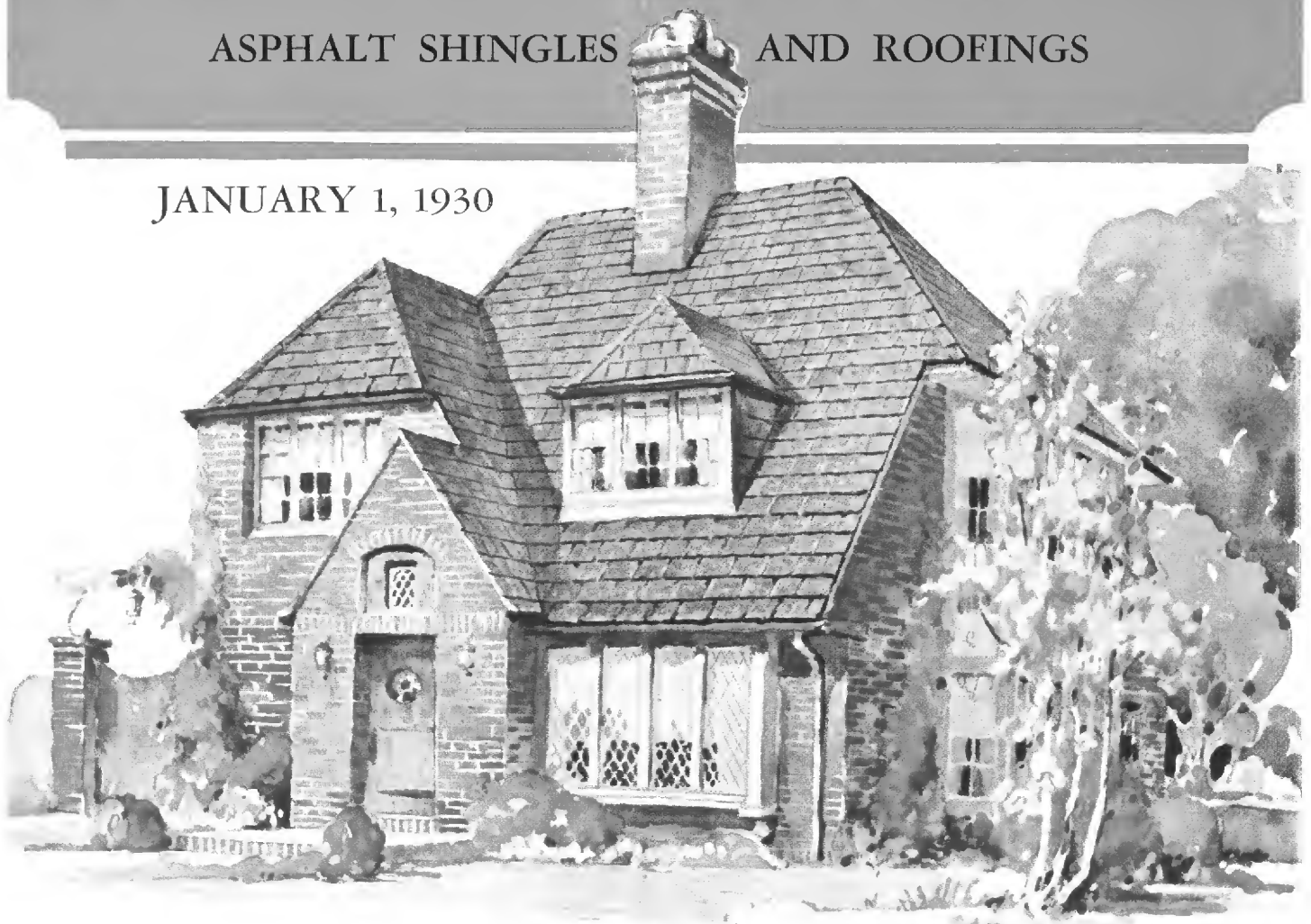
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